



Invoice No.: IND-1015-0006


Sold To:  
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

Invoice Date: 4/22/16  
Order Number: 0015523208  
Fund: 61910/571513 / 305000

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Description of Services  
Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2015 - 9/30/2016  
Contract Amount: \$3,500,000.00  
Contract Number: A70-5-041137  
Date of Services: 3/1/2016 - 3/31/2016  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paic \$ 164,671.22  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

  
Vendor's signature

  
Date



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EXCELLENCE

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Pennsylvania Association  
of Nonprofit Organizations'  
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112  
717-541-1112 (V) 717-541-9713 (F)

[www.RealAlternatives.org](http://www.RealAlternatives.org) \* [www.LoveFacts.org](http://www.LoveFacts.org) \* [www.ConcernedParents.com](http://www.ConcernedParents.com)

Attachment B: Budget  
 Real Alternatives, Inc. A70-5-041137  
 Indiana Pregnancy & Support Services Program  
 October 1, 2015 - September 30, 2016

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-Feb 2016	Actual Cost Mar-16	Remaining Cost Apr 2016 to Sep-2016
Administrative	Salary	President & CEO	\$58,000.00	21,294.50	\$3,270.54	\$33,434.96
Administrative	Salary	VP of Administration	\$13,000.00	3,316.36	\$2,386.84	\$7,296.80
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$3,000.00	758.53	\$732.88	\$1,508.59
Administrative	Salary	Junior Accountant	\$2,000.00	-	-	\$2,000.00
Administrative	Salary	Bookkeeper	\$3,000.00	290.63	\$93.76	\$2,615.61
Services	Salary	VP of Operations	\$45,000.00	9,313.67	\$2,293.66	\$33,392.67
Services	Salary	Indiana Services Director	\$40,000.00	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$4,000.00	2,111.77	\$596.84	\$1,291.39
Services	Salary	Services Assistance	\$3,000.00	1,343.44	\$523.51	\$1,133.05
Services	Salary	Billing Coordinator	\$5,000.00	1,512.00	\$265.50	\$3,222.50
Services	Salary	Service Provider Approval	\$5,000.00	764.54	\$510.98	\$3,724.48
Services	Salary	Service Provider Monitoring	\$5,000.00	74.41	\$-	\$4,925.59
Services	Salary	Hotline Counselor	\$4,000.00	235.39	\$59.38	\$3,705.23
		<b>Subtotal</b>	<b>\$190,000.00</b>	<b>\$41,015.24</b>	<b>\$10,733.89</b>	<b>\$138,250.87</b>
Administrative	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$6,500.00	1,173.27	\$495.53	\$4,831.20
Services	Fringe	Payroll Taxes	\$9,000.00	1,022.12	\$371.31	\$7,606.57
Administrative	Fringe	Workers' Comp	\$300.00	88.37	\$19.05	\$192.58
Services	Fringe	Workers' Comp	\$500.00	72.31	\$15.59	\$412.10
Administrative	Fringe	Pension	\$3,750.00	709.45	\$182.34	\$2,858.21
Services	Fringe	Pension	\$2,000.00	352.77	\$93.11	\$1,554.12
Administrative	Fringe	Employee Group Ins	\$13,000.00	4,885.13	\$932.40	\$7,182.47
Services	Fringe	Employee Group Ins	\$10,000.00	2,762.86	\$536.59	\$6,700.55
		<b>Subtotal</b>	<b>\$45,050.00</b>	<b>\$11,066.28</b>	<b>\$2,645.92</b>	<b>\$31,337.80</b>
Administrative	Travel	Travel/Lodging	\$500.00	-	\$-	\$500.00
Services	Travel	Travel	\$10,000.00	-	\$-	\$10,000.00
		<b>Subtotal</b>	<b>\$10,500.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$10,500.00</b>
Administrative	Supplies	Office Expense	\$91,700.00	879.47	\$400.02	\$90,420.51
Administrative	Supplies	Computer Resources/Upgrades	\$25,000.00	-	\$-	\$25,000.00
Services	Supplies	Client Education Materials	\$120,000.00	3.60	\$0.00	\$119,996.40
Services	Supplies	Pregnancy Test Kits	\$0.00	98.10	\$294.30	(\$292.40)
		<b>Subtotal</b>	<b>\$236,700.00</b>	<b>\$981.17</b>	<b>\$694.32</b>	<b>\$235,024.51</b>
Administrative	Contracts	Accounting/IT/Legal consulting	\$20,000.00	180.98	\$143.50	\$19,675.52
Administrative	Contracts	Auditing	\$3,500.00	1,084.90	\$233.93	\$2,181.17
Administrative	Contracts	Copier Service Contracts	\$500.00	138.32	\$41.92	\$319.76
Services	Contracts	Client Service Providers	\$2,412,500.00	501,049.02	\$133,949.01	\$1,777,501.97
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	\$-	\$7,000.00
Services	Contracts	Services Advertising	\$485,000.00	4,760.07	\$14,448.81	\$465,791.12
Services	Contracts	Services Database Consulting	\$15,000.00	2,082.50	\$595.00	\$12,322.50
		<b>Subtotal</b>	<b>\$2,943,500.00</b>	<b>\$509,295.79</b>	<b>\$149,412.17</b>	<b>\$2,284,792.04</b>
Administrative	Other	Professional Development	\$2,000.00	813.76	\$98.61	\$1,087.63
Administrative	Other	Job advertising	\$500.00	-	\$-	\$500.00
Administrative	Other	New employee screening	\$250.00	-	\$-	\$250.00
Administrative	Other	Postage/Shipping	\$15,000.00	475.32	\$85.00	\$14,439.68
Administrative	Other	Rent	\$46,000.00	3,718.32	\$755.93	\$41,525.75
Administrative	Other	Telephone Service	\$3,500.00	849.68	\$74.25	\$2,576.07
Administrative	Other	General Business Liability Ins	\$750.00	161.75	\$34.88	\$553.37
Administrative	Other	Insurance - Directors & Officers	\$1,250.00	394.17	\$84.99	\$770.84
Services	Other	Toll Free Referral System	\$5,000.00	258.14	\$51.26	\$4,690.60
Services	Other	Contract Closeout Cost	\$0.00	-	\$-	\$0.00
		<b>Subtotal</b>	<b>\$74,250.00</b>	<b>\$6,671.14</b>	<b>\$1,184.92</b>	<b>\$66,393.94</b>
		<b>Administrative</b>	<b>\$313,000.00</b>	<b>41,212.91</b>	<b>\$10,066.37</b>	<b>\$261,720.72</b>
		<b>Services</b>	<b>\$3,187,000.00</b>	<b>\$527,816.71</b>	<b>\$154,604.85</b>	<b>\$2,504,578.44</b>
		<b>Total</b>	<b>\$3,500,000.00</b>	<b>\$569,029.62</b>	<b>\$164,671.22</b>	<b>\$2,766,299.16</b>

Real Alternatives  
Actual Administrative Expenses  
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-Feb 2016	Mar-16	Apr 2016 to Sep-2016
President & CEO	\$58,000.00	\$ 21,294.50	\$ 3,270.54	\$33,434.96
VP of Administration	\$13,000.00	\$ 3,316.36	\$ 2,386.84	\$7,296.80
Assistant Director of Finance	\$0.00	\$ -	\$ -	\$0.00
Senior Accountant	\$3,000.00	\$ 758.53	\$ 732.88	\$1,508.59
Junior Accountant	\$2,000.00	\$ -	\$ -	\$2,000.00
Bookkeeper	\$3,000.00	\$ 290.63	\$ 93.76	\$2,615.61
Professional Development	\$2,000.00	\$ 813.76	\$ 98.61	\$1,087.63
Payroll Taxes	\$6,500.00	\$ 1,173.27	\$ 495.53	\$4,831.20
Workers Compensation Insurance	\$300.00	\$ 88.37	\$ 19.05	\$192.58
Pension	\$3,750.00	\$ 709.45	\$ 182.34	\$2,858.21
Employee Group Insurance	\$13,000.00	\$ 4,885.13	\$ 932.40	\$7,182.47
Job Advertising	\$500.00	\$ -		\$500.00
New Employee Screening	\$250.00	\$ -		\$250.00
<b>Total Personnel</b>	<b>\$ 105,300.00</b>	<b>\$ 33,330.00</b>	<b>\$ 8,211.95</b>	<b>\$ 63,758.05</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Accounting/IT/Legal Consulting	\$20,000.00	\$ 180.98	\$ 143.50	\$19,675.52
Postage/Shipping	\$15,000.00	\$ 475.32	\$ 85.00	\$14,439.68
Auditing	\$3,500.00	\$ 1,084.90	\$ 233.93	\$2,181.17
Travel/Lodging	\$500.00	\$ -		\$500.00
Rent	\$46,000.00	\$ 3,718.32	\$ 755.93	\$41,525.75
Telephone Service	\$3,500.00	\$ 849.68	\$ 74.25	\$2,576.07
General Business Liability Insurance	\$750.00	\$ 161.75	\$ 34.88	\$553.37
Insurance-Directors & Officers	\$1,250.00	\$ 394.17	\$ 84.99	\$770.84
Office Expense	\$91,700.00	\$ 879.47	\$ 400.02	\$90,420.51
Computer Resources	\$25,000.00	\$ -	\$ -	\$25,000.00
		\$ -		
<b>Total Operating</b>	<b>\$ 207,200.00</b>	<b>\$ 7,744.59</b>	<b>\$ 1,812.50</b>	<b>\$ 197,642.91</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Equipment Service Contracts	\$500.00	\$ 138.32	\$ 41.92	\$319.76
<b>Total Administrative Expenses</b>	<b>\$ 313,000.00</b>	<b>\$ 41,212.91</b>	<b>\$ 10,066.37</b>	<b>\$ 261,720.72</b>

**Real Alternatives**  
**Actual Services Expenses**  
**Indiana: Fiscal Year 2015-16**

<b>Cost Category</b>	<b>Budgeted Dollars</b>	<b>Actual Expenses</b>	<b>Actual Expenses</b>	<b>Remaining Cost</b>
<b>Personnel</b>		<b>YTD-Feb 2016</b>	<b>Mar-16</b>	<b>Apr 2016 to Sep-2016</b>
Vice President of Operations	\$45,000.00	\$ 9,313.67	\$ 2,293.66	\$33,392.67
Indiana Services Director	\$40,000.00	\$ -		\$40,000.00
Services Coordinator	\$4,000.00	\$ 2,111.77	\$ 596.84	\$1,291.39
Billing Coordinator	\$5,000.00	\$ 1,512.00	\$ 265.50	\$3,222.50
Services Assistance	\$3,000.00	\$ 1,343.44	\$ 523.51	\$1,133.05
Service Provider Approval	\$5,000.00	\$ 764.54	\$ 510.98	\$3,724.48
Service Provider Monitoring	\$5,000.00	\$ 74.41		\$4,925.59
Hotline Counselor	\$4,000.00	\$ 235.39	\$ 59.38	\$3,705.23
Payroll Taxes	\$9,000.00	\$ 1,022.12	\$ 371.31	\$7,606.57
Workers Compensation Insurance	\$500.00	\$ 72.31	\$ 15.59	\$412.10
Pension	\$2,000.00	\$ 352.77	\$ 93.11	\$1,554.12
Employee Group Insurance	\$10,000.00	\$ 2,762.86	\$ 536.59	\$6,700.55
<b>Total Personnel</b>	<b>\$ 132,500.00</b>	<b>\$ 19,565.28</b>	<b>\$ 5,266.47</b>	<b>\$ 107,668.25</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Client Education Materials	\$120,000.00	\$ 3.60		\$119,996.40
Services Advertising	\$485,000.00	\$ 4,760.07	\$14,448.81	\$465,791.12
Meetings/Seminars/Conference	\$7,000.00	\$ -		\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	\$ -		\$10,000.00
Srvcs Database Consulting & Dev	\$15,000.00	\$ 2,082.50	\$595.00	\$12,322.50
Client Service Providers	\$2,412,500.00	\$ 501,049.02	\$133,949.01	\$1,777,501.97
Toll-free Referral System	\$5,000.00	\$ 258.14	\$51.26	\$4,690.60
Contract Closeout Cost	\$0.00	\$ -		\$0.00
		\$ -		
		\$ -		
		\$ -		
<b>Total Operating</b>	<b>\$ 3,054,500.00</b>	<b>\$ 508,153.33</b>	<b>\$ 149,044.08</b>	<b>\$ 2,397,302.59</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Pregnancy Test Kits	\$0.00	\$ 98.10	\$ 294.30	(\$392.40)
<b>Total Services Expenses</b>	<b>\$ 3,187,000.00</b>	<b>\$ 527,816.71</b>	<b>\$ 154,604.85</b>	<b>\$ 2,504,578.44</b>